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Thank you for your interest in the Fiscal Year 2016 Game Changer Program (Program). The following questions were submitted to the Maryland Energy Administration (MEA) and shared to further educate potential applicants about the Program.

Please send any additional questions or requests for clarification to [gamechangers.mea@maryland.gov](mailto:gamechangers.mea@maryland.gov) by 5:00 p.m. on October 15<sup>th</sup>. Thanks again and we look forward to receiving your application. As a reminder, applications are due October 30, 2016 by noon to [gamechangers.mea@maryland.gov](mailto:gamechangers.mea@maryland.gov).

**Question 1: What is the maximum percentage of project costs that can be attributed to administrative expenses?**

**Answer 1:** MEA establishes specific eligible project costs under each grant agreement; however, administrative expenses should not exceed 30% of the total project costs. Administrative expenses may include, but are not limited to the following: legal, marketing, training and education, recruiting, documentation, surveys, reporting, and permitting.

**Question 2: Will MEA consider residential solar combined with storage solutions in Area of Interest 1 (AOI I)?**

**Answer 2:** Yes, MEA will consider projects which combine residential solar with storage solutions in AOI I, provided the proposed project reduces the cost or increases the efficiency of traditional renewable energy systems, as detailed in the Game Changers Funding Opportunity Announcement 4.0 (Announcement). In order for any technology to be considered under AOI 1, an applicant must clearly demonstrate how the technology satisfies the minimum requirements and competitive evaluation criteria outlined in the Announcement.

**Question 3: Under Area of Interest 2 (AOI 2), does an applicant's 70% mandatory cost share of total project costs apply to the electrical storage system only or can it apply to the combined costs of the renewable energy system and electrical storage system?**

**Answer 3:** For purposes of AOI 2, the term “total project costs” only includes costs associated with the installation and deployment of the electrical storage system. Therefore, the 30% cap for grant value only applies to the cost of the electrical storage system and associated costs for integration with a traditional Tier 1 renewable energy resource. Applicants should demonstrate 70% matching funds for the cost to deploy and integrate the commercial electrical storage system with the tier 1 renewable energy resource. MEA grant funds will not offset the cost of the traditional tier 1 renewable energy resource.

**Question 4: Can we submit three separate applications for projects? Or are we confined to one location?**

**Answer 4:** There is nothing in the funding opportunity announcement that limits you to only one application. You may also consider applying for a project in three locations with one application.

**Question 5: Is there any guidelines or restrictions regarding the sale of the business or property during the course of the Game Changer Grant application, award, construction, installation, and finally operation of the project?**

**Answer 5:** You would be required to sign a grant agreement with the Maryland Energy Administration should you be selected for an award. The details of the agreement will be finalized once awards are made, but the agreements typically include language that requires you to provide MEA with access to the site during the period of the grant agreement for some period (typically three years) after the final payment from MEA is made. This requirement would apply if the business or property changed hands during this time period.

**Question 6: Can the Game Changer project use a third-party leasing agreement with a customer?**

**Answer 6:** There is nothing in the funding opportunity announcement that prohibits projects from using a leasing model. As long as other program requirements are met, this would be allowable.